The business magazine of the farm and industrial equipment industry APRIL 1985

J I Case in Las Vegas

Sperry New Holland in Tuscon

White in Phoenix

Deutz in Florida

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Implement & Tractor

The business magazine of the farm and industrial equipment industry.

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8: **Prospering During the Decline.** Part two of a three-part series explains the steps needed to understand market needs and reaching customers with the right messages.

12: **Where the Horsepower Went in 1984.** The annual report of tractor sales by horsepower and state.

The Tribes Gather. With rapid change and uncertainty troubling the farm machinery business, four big national dealer meetings were convened to reassure the clans.

14: **Tenneco/Case/IH** in Las Vegas.

16: **Deutz** in Florida.

18: **Sperry New Holland** in Tucson.

22: **White Farm Equipment** in Phoenix.

32: **Four Combine Lines Get Upgrades, Changes.** Deere, Massey-Ferguson, Sperry New Holland, and Allis-Chalmers announce their 1985 combines.

36: **Using Nebraska Tests to Select a Tractor.** Last of the five-part series takes you through the process of using the tests to choose a good machine for specific needs.

38: **Cycles on the Farm: New Market for Ag Dealers?** Three- and four-wheel motorcycles seem to be catching on as farm machines. Should a dealer consider them as a sideline? First of a two-part series.

On the cover...the tribes gather in the sunshine of Florida, Nevada and Arizona.

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I&T Update

Retail Sales Soft in All Product Groups in February

The flash report of the Farm & Industrial Equipment Institute indicated U.S. retail unit sales volume was down in every product category for February and for the year to date:

Unit Retail Sales

	February			January-February		
	1985	1984	Pct. Change	1985	1984	Pct. Change
Farm Wheel Tractors:						
2-wheel drive						
Under 40 hp	2,200	2,668	-17.5	4,611	4,808	- 4.1
40-99 hp	1,706	2,710	-37.0	4,445	5,792	-23.3
100-139 hp	346	590	-41.4	1,234	1,326	- 6.9
Over 140 hp	561	1,012	-44.6	1,689	2,234	-24.4
Total 2-wheel drive	**4,813**	**6,980**	**-31.0**	**11,979**	**14,160**	**-15.4**
4-wheel drive						
Under 200 hp	36	131	-72.5	131	272	-51.8
Over 200 hp	81	226	-64.2	223	412	-45.9
Total 4-wheel drive	**117**	**357**	**-67.2**	**354**	**684**	**-48.2**
Total All Tractors	**4,930**	**7,337**	**-32.8**	**12,333**	**14,844**	**-16.9**
S-P Combines	173	618	-72.0	915	1,706	-46.4
Balers (under 200-lb. bales)	133	318	-58.2	439	596	-26.3
Forage Harvesters (shear-bar type)	56	109	-48.6	170	227	-25.1
Mower-Conditioners	196	542	-63.8	676	992	-31.9

Deutz Prepares Allis-Chalmers Buyout

Milwaukee, March 28: Allis-Chalmers Corp. announced today a preliminary agreement to sell A-C's ag division, including the A-C Credit Corp., to Klockner-Humboldt-Deutz AG of West Germany.

The transaction is valued at $100 million, and involves businesses carried on the A-C books at an investment value of $260 million. Allis-Chalmers could participate in future profits of the new business.

The purchase requires approval by the KHD supervisory board, the A-C board when it meets in May, the U.S. government and firms to whom A-C owes money.

Bartlett Named President of Deere

Boyd C. Bartlett has been elected president and chief operating officer of Deere & Co. He had been executive vice-president of operations since 1983. Robert Hanson, who had held the titles of both chairman and president, continues as chairman and chief executive officer.

Bartlett joined Deere in 1952. His assignments have included director of marketing services, director of sales branches, vice-president of farm equipment and consumer products marketing, and senior vice-president of that division. He has been on the board of directors since 1979.

Detroit Diesel, Deere Study Joint Venture

Detroit Diesel Allison Div. of General Motors and Deere & Co. have signed a letter of intent under which the two organizations will study the feasibility of forming a joint venture in the diesel engine business.

DDA and Deere intend to implement a distribution agreement "as soon as possible" which would permit each company to distribute selected diesel engine products made by the other.

Hesston Posts Loss Of $4.5 Million

Hesston Corp. has announced a loss of $4.48 million for 1984 on sales of $191 million, compared with earnings of $2 million on sales of $198 million in 1983.

Fourth quarter losses were $2.7 million on sales of $45.5 million, compared with a loss in the same 1983 period of $2.7 million on sales of $42 million.

Howard Brenneman, president, indicated that heavy discounting in tractor markets as well as high sales financing costs were principal contribtors to the loss. The Woods Div. of Hesston, the company said, continues to be profitable.

Briefly...

NFPEDA has announced the dates and locations of its annual conventions for the next four years: **1985**—Sept. 8-12, Louisville; **1986**—Aug. 24-28, Reno; **1987**—Aug. 16-20, Memphis; and **1988**—Aug. 7-11, Vancouver. The 1985 and 1987 conventions are set to coincide with the Agri-Tech International, a trade-only farm equipment exhibition set for the Kentucky Fair & Exposition Center, Sept. 11-14, 1985, and with the Agricenter International in Memphis, Aug. 19-22, 1987.

BWAC Calls WFE Loans

The following telegram was received at press time:

Oakbrook, Ill., March 26, 1985: White Farm Equipment Co. announced today that its largest creditor, Borg Warner Acceptance Corp. (BWAC), has demanded repayment on its loans.

The company said it intends to continue operations while an appropriate business plan is developed with BWAC. Options which will be pursued include the sale of certain facilities or product lines; merger or joint venture with another manufacturer; continued operation as a subsidiary of BWAC, or sale of the entire business as an ongoing company.

Complete marketing support, including parts, warranty and service, will continue to be provided to the approximately 900 White Farm North American dealers while future plans are developed.

Deere's 1st Period: Loss of $28 Million

Deere & Co. had a net loss of $28.2 million in the first quarter of fiscal 1985 (ended Jan. 31), compared with earnings of $2 million in the same 1984 period. Sales were $763 million, up 14 per cent from the previous year's opening quarter.

Robert A. Hanson, chairman, said net sales by Deere to its dealers were down 14 per cent and production was down 15 per cent in the first quarter. North American farm equipment production tonnage was down 27 per cent.

Income of retail finance and leasing subsidiaries was up in the quarter from $12 million to $20.8 million. Insurance income rose from $5.8 million to $6.6 million.

An increase in dealers' retail sales reduced trade receivables by $142 million to $2.705 billion, compared with $2.715 billion a year earlier.

Farm equipment sales were off 20 per cent to $576 million; industrial volume rose 12 per cent to $187 million. North American volume was down 18 per cent to $589 million; overseas sales went up 2 per cent to $174 million.

1984 Retail Sales of Farm Whe

State	Two-Wheel Drive Tractors										
	Under 20	20-29	30-39	40-49	50-59	60-69	70-79	80-89	90-99	100-119	12 12
Alabama	586	499	266	452	229	124	135	99	5	51	6
Alaska	39	28	1	2	.....	.....	1	.....	.....	.....	...
Arizona	157	96	50	47	28	32	42	75	11	41	3
Arkansas	917	551	205	427	276	289	110	78	4	31	2
California	1,305	1,143	343	381	498	528	677	359	30	160	6
Colorado	324	231	76	58	70	55	37	42	6	46	4
Connecticut	262	135	58	53	39	38	7	12	1	5	
Delaware	77	40	11	14	19	12	21	12	1	9	
Florida	1,405	781	501	432	225	319	398	289	4	78	6
Georgia	894	817	489	590	362	329	279	201	3	81	12
Hawaii	25	28	17	17	12	7	8	1	.....	.....	...
Idaho	110	68	38	54	46	63	41	46	15	84	8
Illinois	737	360	90	180	139	245	170	192	9	163	16
Indiana	723	399	120	164	110	166	68	127	10	100	8
Iowa	305	126	38	59	117	145	134	143	23	236	26
Kansas	355	201	49	91	55	71	73	94	18	167	12
Kentucky	471	343	231	642	469	298	164	163	14	53	2
Louisiana	1,193	941	291	357	155	218	140	50	4	30	3
Maine	277	135	44	40	40	20	9	21	1	14	
Maryland	734	343	89	85	111	65	47	59	6	40	4
Massachusetts	261	162	53	45	41	19	18	9	.....	5	
Michigan	798	410	80	163	174	211	158	153	18	137	7
Minnesota	286	148	47	69	61	155	137	214	34	245	18
Mississippi	500	538	242	372	180	230	158	99	4	37	5
Missouri	724	340	124	287	218	246	185	194	26	108	8
Montana	96	70	46	54	21	60	29	66	10	69	4
Nebraska	107	65	35	21	19	39	34	86	10	154	16
Nevada	21	20	.....	2	10	6	1	4	1	8	...
New Hampshire	284	201	62	52	51	17	15	20	1	6	
New Jersey	403	288	77	108	68	20	19	11	7	24	
New Mexico	54	58	44	38	16	22	13	24	5	10	1
New York	955	610	196	197	226	230	152	293	31	153	7
North Carolina	1,092	708	552	784	354	309	169	200	10	85	5
North Dakota	71	67	11	11	18	19	18	46	11	75	13
Ohio	1,331	531	149	233	267	269	186	201	15	146	8
Oklahoma	516	351	116	207	111	114	75	96	6	104	12
Oregon	652	234	67	167	146	87	52	76	19	45	3
Pennsylvania	1,457	599	162	250	271	308	153	205	21	131	4
Rhode Island	42	29	7	1	4	2	.....	.....	.....	.....	...
South Carolina	481	378	278	261	103	101	63	69	2	24	1
South Dakota	63	18	4	12	19	31	22	102	16	140	13
Tennessee	879	629	342	737	402	351	122	92	9	48	3
Texas	2,692	2,155	876	1,449	759	989	511	458	45	273	25
Utah	138	117	22	50	52	83	41	46	6	48	2
Vermont	162	77	27	22	47	61	28	45	5	8	
Virginia	840	441	186	378	244	205	105	151	16	51	2
Washington	519	305	104	296	279	111	119	49	4	28	1
West Virginia	156	66	57	79	64	54	25	16	.....	4	
Wisconsin	257	167	67	81	143	325	265	449	64	282	24
Wyoming	37	22	12	19	17	22	15	37	9	24	3
U.S. Government	.....	.....	.....	.....	.....	529	.....	.....	.....	1	...
Miscellaneous	22	84	13	57	86	34	237	21	.....	5	1
TOTAL	**26,792**	**17,153**	**7,065**	**10,647**	**7,472**	**8,283**	**5,686**	**5,595**	**570**	**3,867**	**3,24**

DATA: Farm & Industrial Equipment Institute. Figures do not include garden tractors, motor tillers, or contractor's off-highway types. Report includes units marketed by these firms: Allis-Chalmers, J I Case, Deere, Deutz, Ford, Hesston, International Harvester, Kubota, Long, M-R-S-, Massey-Ferguson, SAME, Steiger, Versatile, White, and Yanmar. Sales reported as miscellaneous are retail sales which cannot be classified by state or as U.S. Government. They include sales and dispositions that do not go through usual marketing channels such as gifts to non-profit organizations, intra-plant or company transfers, etc.

Tractors by PTO Horsepower (in units)

130-139	140-159	160-179	180 & Over	Total 2-Wheel Drive	Four-Wheel Drive Tractors: Under 200	200-249	250 & Over	Total 4-Wheel Drive	Total All Farm Wheel Tractors	State
34	62	35	16	2,653	6	1	3	10	2,663	Alabama
.....	.....	.....	.....	71	.....	.....	.....	.....	71	Alaska
26	44	43	53	782	2	10	18	30	812	Arizona
59	76	264	403	3,714	16	42	33	91	3,805	Arkansas
123	96	144	97	5,946	46	57	83	186	6,132	California
14	89	68	71	1,234	33	34	39	106	1,340	Colorado
1	3	.....	.....	618	3	.....	.....	3	621	Connecticut
5	7	12	.....	248	4	1	2	7	255	Delaware
8	76	24	13	4,614	6	6	5	19	4,633	Florida
59	262	99	65	4,655	1	1	8	10	4,665	Georgia
.....	.....	1	.....	116	2	.....	3	5	121	Hawaii
79	89	131	111	1,062	46	32	39	117	1,179	Idaho
220	489	547	257	3,956	151	79	82	312	4,270	Illinois
120	249	243	116	2,801	62	42	31	135	2,936	Indiana
218	603	376	175	2,964	64	27	38	129	3,093	Iowa
109	313	281	195	2,199	122	129	92	342	2,541	Kansas
16	26	13	18	2,945	3	5	7	15	2,960	Kentucky
26	51	126	277	3,894	20	14	14	48	3,942	Louisiana
4	3	.....	2	615	.....	.....	.....	.....	615	Maine
17	19	13	12	1,683	2	3	.....	7	1,690	Maryland
1	4	1	.....	621	.....	.....	.....	.....	621	Massachusetts
101	151	97	26	2,751	84	33	15	132	2,883	Michigan
165	425	215	59	2,441	114	104	77	295	2,736	Minnesota
40	84	225	270	3,030	5	5	15	25	3,055	Mississippi
99	136	141	121	3,036	23	32	20	75	3,111	Missouri
31	41	29	8	677	62	79	57	195	872	Montana
111	324	264	167	1,598	45	34	20	99	1,697	Nebraska
6	—	1	2	82	2	4	.....	6	88	Nevada
1	—	—	.....	712	1	.....	.....	1	713	New Hampshire
3	4	3	-1	1,039	1	.....	.....	1	1,040	New Jersey
6	18	23	23	371	5	4	10	19	390	New Mexico
58	74	26	18	3,296	21	16	8	45	3,341	New York
43	92	54	60	4,571	3	2	7	12	4,583	North Carolina
96	277	188	66	1,112	192	138	127	457	1,569	North Dakota
107	184	122	59	3,887	52	32	24	108	3,995	Ohio
41	302	134	68	2,364	83	79	51	213	2,577	Oklahoma
30	56	25	15	1,705	13	14	14	41	1,746	Oregon
53	31	15	12	3,717	12	5	4	21	3,738	Pennsylvania
—	—	—	—	86	.....	.....	.....	.....	86	Rhode Island
13	48	24	40	1,904	.....	2	.....	2	1,906	South Carolina
103	204	159	33	1,060	64	59	46	169	1,229	South Dakota
44	80	104	65	3,936	5	4	6	15	3,951	Tennessee
222	577	558	516	12,336	37	79	113	229	12,564	Texas
17	23	14	10	688	6	1	8	15	703	Utah
14	6	.....	2	509	4	1	.....	5	514	Vermont
21	39	16	16	2,736	4	.....	1	5	2,741	Virginia
30	41	32	23	1,956	28	42	25	105	2,061	Washington
—	3	.....	.....	525	1	.....	.....	1	526	West Virginia
122	218	99	39	2,821	52	72	18	82	2,903	Wisconsin
10	24	17	6	302	19	4	3	26	328	Wyoming
—	—	—	—	530	.....	.....	.....	.....	530	U.S. Government
—	9	9	3	590	.....	.....	3	3	593	Miscellaneous
2,727	6,031	5,015	3,807	113,759	1,533	1,262	1,180	3,975	117,734	TOTAL

RETAIL SALES OF SELECTED FARM EQUIPMENT – Jan.-Dec., 1983 and 1984(1)
(In Units)

State	Combines Self-Propelled		Corn Heads		Hay Balers(2)		Windrowers Self-Propelled: Power Units		Windrowers Self-Propelled: Total Heads		Grinder-Mixers		Shear-Bar Forage Harvesters(3)		Mower Conditioners All Types	
	1983	1984	1983	1984	1983	1984	1983	1984	1983	1984	1983	1984	1983	1984	1983	1984
Alabama	110	89	16	23	112	101	.....	.....	.....	.....	67	41	12	12	84	91
Alaska	.....	.....	.....	.....	4	3	.....	.....	.....	.....	.....	.....	2	1	5	3
Arizona	9	45	1	1	17	33	34	46	39	56	1	1	4	9	6	4
Arkansas	365	424	3	8	131	165	.....	.....	.....	.....	49	31	10	11	234	250
California	91	78	33	38	110	131	150	159	172	180	2	1	56	37	35	22
Colorado	147	121	43	47	290	258	136	112	149	123	18	12	39	23	114	85
Connecticut	.....	.....	.....	.....	45	37	.....	.....	.....	.....	2	1	27	31	62	60
Delaware	24	33	14	22	8	13	1	.....	1	.....	3	3	2	7	11	11
Florida	29	20	5	5	56	72	.....	.....	.....	-2	8	3	13	16	57	38
Georgia	197	238	82	111	128	133	8	1	8	1	66	44	25	31	134	150
Hawaii	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Idaho	231	183	6	3	288	220	160	136	184	148	18	13	40	27	102	55
Illinois	1,417	1,424	1,342	1,297	217	236	11	4	12	6	281	140	116	103	455	417
Indiana	778	763	719	695	212	192	3	4	5	4	215	119	84	86	409	403
Iowa	1,411	982	1,323	1,115	193	171	39	22	46	23	703	288	187	105	585	517
Kansas	852	697	82	88	199	171	154	115	156	123	88	49	69	43	420	323
Kentucky	128	171	87	95	182	205	6	2	5	2	127	80	69	77	717	593
Louisiana	144	156	2	4	68	76	.....	.....	1	.....	11	6	2	2	21	28
Maine	3	1	.....	.....	48	53	1	2	1	2	1	.....	22	20	70	86
Maryland	71	96	61	82	88	75	5	5	5	6	21	19	26	36	129	104
Massachusetts	.....	.....	1	.....	48	37	.....	.....	.....	.....	.....	.....	32	24	57	58
Michigan	260	212	234	213	236	248	23	25	26	28	140	110	181	198	428	465
Minnesota	1,008	755	659	489	574	413	245	162	257	178	319	155	386	300	865	653
Mississippi	215	206	6	5	57	66	3	1	3	1	33	18	23	24	41	50
Missouri	435	444	128	141	278	298	14	22	15	16	188	118	91	44	799	879
Montana	350	191	.....	.....	123	105	179	105	213	121	38	32	17	30	111	102
Nebraska	771	531	540	405	123	71	131	109	152	130	213	84	141	84	375	235
Nevada	1	1	.....	.....	23	28	33	26	38	30	3	2	6	2	7	8
New Hampshire	.....	.....	.....	.....	45	42	.....	.....	-1	.....	.....	.....	25	20	41	57
New Jersey	8	11	2	4	39	29	.....	1	.....	1	5	9	7	6	50	50
New Mexico	3	11	.....	1	101	151	46	38	50	40	5	2	9	3	24	24
New York	49	49	58	55	460	432	38	25	40	25	67	31	419	390	787	741
North Carolina	222	247	194	218	202	221	1	1	1	1	72	43	47	50	339	351
North Dakota	682	652	49	44	34	18	319	252	368	283	82	59	67	49	161	112
Ohio	481	466	356	391	359	340	9	11	10	11	167	145	130	131	618	613
Oklahoma	257	269	6	2	263	275	74	53	83	56	61	29	16	9	520	350
Oregon	130	77	2	8	215	167	93	65	114	74	17	2	21	28	135	78
Pennsylvania	94	112	97	107	595	539	25	31	28	31	156	132	272	266	817	842
Rhode Island	.....	.....	.....	.....	.....	2	.....	.....	.....	.....	.....	.....	1	.....	2	3
South Carolina	95	98	43	42	46	64	.....	.....	.....	.....	23	17	9	17	87	102
South Dakota	385	294	160	117	75	56	232	201	244	225	173	92	136	123	123	113
Tennessee	175	219	40	38	249	237	1	2	1	2	125	88	54	48	603	558
Texas	448	497	83	123	611	519	50	45	64	46	132	105	27	24	1,012	844
Utah	26	24	4	2	247	206	71	57	73	63	14	7	39	38	147	154
Vermont	1	.....	.....	2	74	55	.....	4	.....	4	.....	1	87	61	172	165
Virginia	84	92	60	68	195	167	2	2	2	2	63	47	82	105	506	545
Washington	238	157	19	16	248	210	72	53	79	64	9	1	52	28	115	110
West Virginia	3	2	5	3	79	84	.....	.....	.....	.....	9	15	24	12	128	121
Wisconsin	204	259	252	283	911	787	135	133	144	132	204	150	870	737	1,485	1,400
Wyoming	46	25	13	8	131	102	89	59	99	71	19	4	15	10	56	34
U.S. Government	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Miscellaneous(4)	73	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
TOTAL	**12,751**	**11,422**	**6,830**	**6,419**	**9,037**	**8,314**	**2,593**	**2,091**	**2,887**	**2,307**	**4,018**	**2,349**	**4,091**	**3,538**	**14,261**	**13,057**

Data released Feb. 12, 1985, Farm & Industrial Equipment Institute.
(1) Includes revisions for prior months.
(2) For making bales of under 200 lbs.
(3) Pull-type, mounted, self-propelled.
(4) Sales reported as miscellaneous are retail sales which cannot be classified by state or as U.S. Government. They include sales and dispositions that do not go through usual marketing channels such as gifts to non-profit organizations, intra-plant or company transfers, etc.

AUCTION PRICES OF USED EQUIPMENT

An exclusive I&T monthly report of actual prices paid recently at these leading national wholesale auctions.

Asterisk beside tractor price indicates highest bid offered on tractors which were not sold.

JONES FARM EQUIPMENT CO.
Dothan, Alabama
February 12, 1985

ALLIS-CHALMERS TRACTORS

7060 diesel, 1972 (Fair) 3650*
7030 diesel, cab, 1974 (Good) 7500
XT190 diesel, 1968 (Fair) 3000*

CASE TRACTORS

2090 diesel, cab, 1981 (Excellent) 1400
1370 diesel, cab, 1976 (Good) 7500*
1070 diesel, 1970 (Fair) 2800

DEUTZ TRACTOR

8006 diesel, 1975 (Fair) 1750

MASSEY-FERGUSON TRACTORS

2805 diesel, cab, 1977 (Good) 8000*
2775 diesel, cab, 1978 (Good) 10,500*
1135 diesel, 1974 (Good) 4700*
1130 diesel, duals, 1968 (Rough) 2400
1105 diesel, 1977 (Excellent) 5500
1030 diesel, (Fair) 4050
285 diesel, 1977 (Good) 5200
275 diesel, 1975 (Good) 5200
265 diesel, 1977 (Good) 5750
255 diesel, 1980 (Good) 4250*
245 diesel, 1980 (Good) 4500
245 diesel, 1977 (Good) 4500
245 diesel, 1976 (Fair) 3575
240, 1984 (Excellent) 7800*
235 diesel, 1975 (Rough) 2750*
178 diesel, (Rough) 2350*
180 diesel, 1966 (Fair) 2850
180 diesel, 1966 (Rough) 2300
175 diesel, 1974 (Excellent) 4100*
175 diesel, 1970 (Fair) 2600*
175 diesel, 1969 (Good) 3250*
175 diesel, 1965 (Rough) 2250
165 diesel, 1973 (Fair) 3250
165 diesel, 1967 (Fair) 2600
135 diesel, 1974 (Good) 3200
135 diesel, 1974 (Good) 3150*
135, 1974 (Rough) 2300*
135, 1974 (Good) 3300*
135, 1972 (Fair) 2550*
135, 1970 (Fair) 2500*
65 diesel, 1963 (Good) 2200
65, 1963 (Good) 2000*
36 diesel, 1963 (Excellent) 2700*
35 diesel, 1962 (Good) 2200*
35, 1962 (Excellent) 2600*
35, 1957 (Good) 1900*
35, 1957 (Good) 1800*
35, 1957 (Good) 1900*
35, 1955 (Fair) 1600*
TO30, burned, 1953 (Rough) 385

FORD-FERGUSON TRACTORS

9N, 1947 (Good) 1250
9N, 1946 (Good) 1050*
9N, 1946 (Good) 900
9N, 1946 (Good) 975

FORD TRACTORS

9600 diesel, duals, 1976 (Good) 6150
9000 diesel, duals, 1972 (Fair) 3550*
8700 diesel, 1977 (Good) 6500*
7700 diesel, cab, 1979 (Excellent) 11,100
6700 diesel, cab, 1978 (Excellent) 9500*
6700 diesel, 1976 (Fair) 4750*
6600 diesel, 1976 (Good) 5500*
5000 diesel, 1969 (Good) 4200*
4600 diesel, 1976 (Fair) 3750*
4000 diesel, 1970 (Good) 3500
4000 diesel, 1970 (Good) 3500
4000 diesel, cab, 1969 (Good) 3250
4000 diesel, 1968 (Rough) 2250
4000 diesel, 1966 (Rough) 1600
3600 diesel, 1975 (Good) 4500*
3600 diesel, 1968 (Good) 3550
3000 diesel, 1977 (Rough) 2050*
3000, 1975 (Excellent) 4200*
3000 diesel, 1970 (Good) 3400*
3000 diesel, 1970 (Good) 3400*
3000 diesel, 1968 (Good) 3200*
3000 diesel, 1968 (Fair) 2900*
3000, 1972 (Rough) 2100
3000 diesel, 1966 (Fair) 2550
2000, 1969 (Good) 2600*
2000, 1966 (Good) 2400*
850, 1956 (Good) 2050
841 diesel, 1958 (Rough) 1125
641, 1961 (Good) 1600*
641, 1961 (Good) 1900
640, 1957 (Good) 1950
640, 1956 (Fair) 1300*
640, 1956 (Good) 1800*
640, 1956 (Rough) 700
Maj., diesel, 1954 (Good) 775
Sup. Dex., 1962 (Good) 1800
Dex. 1959 (Fair) 1150
Jub. 1953 (Good) 1500
8N, 1952 (Excellent) 1500
8N, ldr., 1952 (Good) 1200
8N, 1952 (Excellent) 1525
8N, 1951 (Excellent) 1475
8N, 1951 (Good) 1350*
8N, 1950 (Excellent) 1500*
8N, 1949 (Excellent) 1675
8N, 1948 (Good) 1300
8N, 1948 (Good) 1200*
8N, 1948 (Good) 1300*
8N, 1948 (Fair) 800
8N, 1948 (Excellent) 1550

INTERNATIONAL HARVESTER TRACTORS

1206 diesel, 1967 (Rough) 2250
674 diesel, cab, 1978 (Fair) 3000*
674 diesel, 1976 (Good) 4050
674 diesel, 1976 (Fair) 3100*
656 diesel, 1967 (Good) 3550*
656 diesel, 1965 (Rough) 1300
574 diesel, 1973 (Rough) 2100*
544 diesel, 1969 (Fair) 2000
454 diesel, 1971 (Fair) 2750
454 diesel, 1971 (Fair) 2300*
424 diesel, 1967 (Good) 1850
B414 diesel, 1962 (Rough) 850*
B414 diesel, 1962 (Excellent) 1700*
350, 1957 (Rough) 675
140, cult., 1962 (Good) 1900*
W4, 1944 (Fair) 425
Cub, 1948 (Good) 900*
Cub, mo., 1948 (Good) 1125

JOHN DEERE TRACTORS

4840 diesel, cab, duals, 1981 (Excellent) 29,500*
4640 diesel, cab, duals, 1979 (Good) 16,000*
4620 diesel, duals, 1971 (Good) 7000*
4440 diesel, cab, 1978 (Excellent) 17,500*
4440 diesel, 1976 (Excellent) 17,500*
4230 diesel, cab, 1976 (Good) 9000
3130 diesel, (Fair) 2600
3020 diesel, 1968 (Rough) 3150
3020 diesel, 1967 (Good) 3850
3010, 1961 (Fair) 1825
2840 diesel, 1978 (Excellent) 7100*
2840 diesel, 1978 (Rough) 3350*
2840 diesel, 1978 (Good) 5400
2130 diesel, (Good) 4200
2130 diesel, (Fair) 2700
1520 diesel, 1968 (Good) 2800
1020 diesel, 1971 (Rough) 1300*
1010 diesel, 1962 (Fair) 900*
430, 1961 (Good) 900

KUBOTA TRACTOR

L260 diesel, (Rough) 450

OLIVER TRACTORS

1950T diesel, 1968 (Good) 3900
550 diesel, 1960 (Good) 1800*

WHITE TRACTORS

2-150 diesel, cab, 1976 (Good) 8000*
2-70 diesel, 1976 (Good) 4100*

YODER & FREY INC.
Archbold, Ohio
February 11, 1985

JOHN DEERE TRACTORS

50, duals, 1954 (Rough) 900
60, 1955 (Rough) 850
520, 1957 (Good) 2100*
720, 1956 (Fair) 1600
730, 1958 (Fair) 2600*
730 diesel, 1959 (Good) 2650*
2010, 1962 (Rough) 1300
2010, 1962 (Rough) 1400
2010, ldr., 1962 (Rough) 2150*
2010, 1962 (Fair) 2200
2020, 1967 (Rough) 2800*
3010, 1962 (Fair) 3300*
3020, 1968 (Good) 5400*
3020, 1965 (Good) 4100
3020, 1966 (Good) 3550*
4010, 1963 (Fair) 3900
4010, (Rough) 1800*
4010, 1962 (Fair) 2800*
4020, 1966 (Fair) 5925
4020, 1965 (Fair) 5400
4020, 1966 (Good) 5500
4020, 1964 (Fair) 5300*
4020, 1964 (Rough) 2750*
4020, 1965 (Rough) 3850*
4020, 1966 (Good) 5450
4020, 1968 (Rough) 4500*
4020, 1965 (Good) 5950
4020, 1966 (Good) 6100*
4020 diesel, cab, 1966 (Good) 6400*
4230, duals, 1975 (Good) 12,000*
4230, 1976 (Fair) 12,450
4230, 1975 (Fair) 9400
4240, 4WD, 1980 (Fair) 13,500*
4240, 1970 (Excellent) 17,000*
4320, 1972 (Good) 7800*
4430, 1974 (Fair) 9400
4430, 1975 (Good) 9000*
4430, 1975 (Good) 12,750*
4440, duals, 1981 (Good) 20,500*
4520, 1972 (Good) 8350

DEUTZ TRACTORS

D4506, (Good) 4500
D5006, (Fair) 3500*

ALLIS-CHALMERS TRACTORS

G, 1953 (Fair) 1000*
WD, bld., (Good) 675
WD-45, 1951 (Good) 1250*
D-17, 1963 (Fair) 950
190XT diesel, 1968 (Good) 3800*
190XT diesel, 1968 (Fair) 3100*
200 diesel, cab, air, 1970 (Fair) 5800*
7000 diesel, cab, air, 1976 (Good) 6750*
7030 diesel, cab, 1975 (Rough) 5100*
7045 air, 1976 (Good) 13,000*
7050 diesel, cab, air, 1977 (Fair) 5800

CASE TRACTORS

400, 1956 (Fair) 575
400, (Rough) 560
430, 1965 (Rough) 2400*
730, 1965 (Rough) 800*
770, 1974 (Rough) 3750*
930, 1966 (Fair) 3000*
930, 1967 (Good) 2500
930, 1967 (Rough) 2700*
930, 1967 (Fair) 1700*
970, 1973 (Rough) 7500*
1070, 1973 (Fair) 4600*
1070, 1972 (Fair) 7600
1270, 1973 (Rough) 3900*
1270, 1971 (Rough) 3850*
1370, 1973 (Fair) 5100*
1370, 1974 (Fair) 6100*
1370, 1973 (Fair) 6900*
1370, 1975 (Fair) 7750*
1370, 1973 (Fair) 5700*
1370, 1974 (Rough) 6600*
2670, (Good) 13,100

OLIVER TRACTORS

77, 1950 (Rough) 575
88 diesel, 1949 (Rough) 700*
550, ldr., 1963 (Rough) 2000*
1450 diesel, ldr., 1967 (Good) 3900*
1650 diesel, 1967 (Fair) 2450*
1750 diesel, 1965 (Fair) 2900*
1755 diesel, 1969 (Good) 5250
1755, 1972 (Good) 4800*
1800, 1963 (Fair) 1700
1850, 1964 (Fair) 2600
1855 diesel, cab, 1973 (Fair) 5600*
1955 diesel, (Good) 5200*

MINNEAPOLIS-MOLINE TRACTORS

Jet Star 3, 1960 (Fair) 1175
Jet Star 5, 1959 (Rough) 1100*
445 diesel, 1960 (Rough) 710
G-1000 Vista, 1968 (Fair) 3300*
G-1400, (Fair) 3950*

FORD TRACTORS

8N, ldr., 1950 (Fair) 1325
9N, (Good) 1360
9N, 1942 (Rough) 1075
2000, 1956 (Fair) 1550*
3600, 1978 (Good) 4600*
4000 diesel, 1971 (Fair) 4250
4000, 1964 (Fair) 1700*
5000, 1974 (Fair) 5100
8000, 1972 (Fair) 3600
9000, 1972 (Fair) 5000*
9600 diesel, 1976 (Fair) 7250*
860, 1955 (Fair) 2580
Jub., 1953 (Rough) 1925
Jub., 1954 (Fair) 1950
3000, 1964 (Fair) 2725

INTERNATIONAL HARVESTER TRACTORS

Sup. A, bld., 1950 (Fair) 1600
Sup. A, mo., 1952 (Good) 1800*
Cub, cult., 1950 (Rough) 800*
C, cult., (Rough) 550
C, 1951 (Fair) 700*

C, 1952 (Fair) 750*
M, 1947 (Fair) 775
M, 1947 (Fair) 775*
Sup. M, 1952 (Fair) 1000*
Sup. M, 1952 (Rough) 800*
230, 1960 (Fair) 1000*
300, 1957 (Fair) 850*
300, 1955 (Good) 800*
340, 1960 (Fair) 800*
460, 1959 (Fair) 900*
460, 1956 (Rough) 1275
460, (Good) 1400
460, 1960 (Fair) 950*
504, 1963 (Rough) 1300*
560, 1961 (Good) 2200*
560, 1959 (Good) 1800
560, 1958 (Rough) 1300*
560, 1960 (Good) 2400
2606, ldr., bld., 1967 (Fair) 4900*
656, 1968 (Fair) 3100*
656, 1967 (Fair) 3000*
656, 1969 (Fair) 4100*
706 diesel, 1963 (Rough) 2500*
706, 1961 (Fair) 2050
706, 1964 (Rough) 1650
706, 1966 (Fair) 2475
706, 1963 (Fair) 2450*
706, 1964 (Fair) 3300*
706 diesel, 1963 (Fair) 3550
706, 1963 (Fair) 2050
756, 1969 (Good) 3500
756, ... 4200
756, ... 5600
806 diesel, 1963 (Fair) 3900*
806 diesel, 1965 (Fair) 3400
806 diesel, 1965 (Fair) 4100*
806 diesel, 1965 (Good) 3400
806, 1964 (Fair) 3750
856 diesel, 1968 (Good) 6000*
856 diesel, 1970 (Good) 6200*
856 diesel, cab, 1970 (Fair) 5600*
856, 1969 (Fair) 5750*
856, 1971 (Good) 6100*
966 diesel, 1973 (Fair) 6700
966, 1974 (Rough) 6600*
966, 1974 (Fair) 7300*
966, 1975 (Good) 6250*
966, 1978 (Good) 12,000*
966, 1978 (Good) 11,000*
1026, 1975 (Good) 6500*
1026, 1974 (Good) 6000
1066, 1975 (Fair) 8400
1066, 1974 (Good) 7000*
1066, cab, air, 1972 (Good) 7600
1066, 1973 (Fair) 6400*
1066, 1974 (Fair) 6500*
1066, duals, 1977 (Good) 13,200*
1066, cab, air, 1977 (Fair) 11,000*
1206, 1964 (Fair) 4500*
1206, 1965 (Fair) 4300*
1206, 1964 (Fair) 3975
1256 diesel, 1970 (Fair) 5400*
1256, 1970 (Fair) 5100*
1256, 1968 (Fair) 5500*
1456, 1970 (Good) 5500*
1466, 1976 (Good) 6750*
1466, 1974 (Good) 7000*
1466, 1972 (Fair) 6900*
1466, 1974 (Fair) 5800*
1466, 1975 (Fair) 5450
1486, 1979 (Good) 13,250*
1486, cab, air, 1978 (Fair) 11,500*
1486, cab, air, 1976 (Fair) 12,750*
1566, 1971 (Fair) 6300*
1566, 1978 (Good) 11,000*

MASSEY-HARRIS TRACTOR
44, 1945 (Rough) 525

FERGUSON & MASSEY-FERGUSON TRACTORS
TO-30, 1950 (Rough) 1150*
65, 1959 (Fair) 1625
65, 1962 (Fair) 2575
65 diesel, 1959 (Rough) 1900*
85 diesel, 1959 (Fair) 1285
85, 1962 (Rough) 1200*
165, 1968 (Fair) 3150
165, 1972 (Fair) 3800*
165 diesel, 1972 (Fair) 3750
1080 diesel, (Rough) 3750
1085, ldr., 1977 (Fair) 7300*
1085 diesel, 1977 (Fair) 4900*
1135, 1975 (Good) 7500*
1135 diesel, 1975 (Fair) 6250*
1150 diesel, 1969 (Fair) 4300
Sup. 90 diesel, 1963 (Rough) 2450
Sup. 90 diesel, 1961 (Rough) 1100*

WHITE TRACTOR
2-105, cab, 1977 (Rough) 6000*

NOTES:
Prices reported are for individual sales at wholesale on an "as is," "cash and carry" basis. Prices reported are not averages.

Condition Classifications:

EXCELLENT: Engine in perfect condition, 400 to 600 hours of use. Rubber—80% tread remaining, no breaks or cracks. Paint—original and bright. General appearance: excellent.

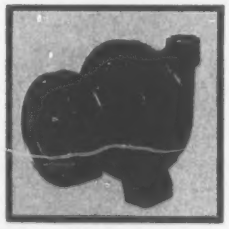
GOOD: Engine in good running condition. Rubber—70% tread remaining, no breaks or cracks. Paint—original or a good repaint job. General appearance: good over-all.

FAIR: Engine possibly in need of a minor overhaul. Rubber—60% tread remaining, some cracking evident in sidewalls. Paint—only fair, weathered and some rust apparent. General appearance: worn, some dents, minor parts (gage covers, etc.) missing or broken.

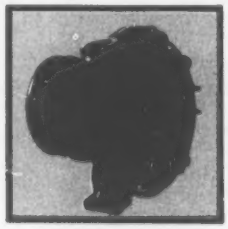
ROUGH: Engine obviously in need of a major overhaul. Rubber—smooth. Paint—scarred, weathered, rusty. General appearance: dents, ruptures, broken parts, loose wires, components (such as lights) broken, missing or inoperative.

ACE

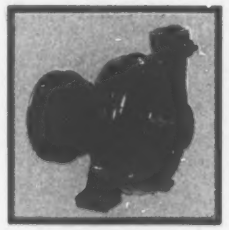
MAGNETIC CLUTCH EQUIPPED FRAME MOUNTED CENTRIFUGAL PUMPS



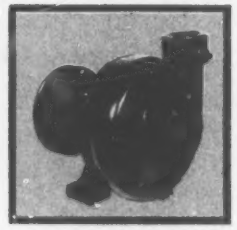
Model FMC-MAG
Counter Clockwise Rotation 1¼" × 1" Straight Centrifugal Pump with Mechanical Seal



FMCH-MAG
Counter Clockwise Rotation 1¼" × 1" Straight Centrifugal Pump with Grease Lubricated Lip-type Seals



FMC-CW-150-MAG
Clockwise Rotation 1½" × 1¼" Straight Centrifugal Pump with Mechanical Seal



FMC-CW-200-MAG
Clockwise Rotation 2" × 1½" Straight Centrifugal Pump with Mechanical Seal

ACE PUMPS 1650 Channel Ave. • Memphis, Tennessee 38113 • 901/948-8514 • TELEX 534072

Also Manufacturers of CENTRIFUGAL PUMPS • DIAPHRAGM PUMPS • HIGH VACUUM PUMPS • NYLON ROLLER PUMPS • BALL VALVES

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